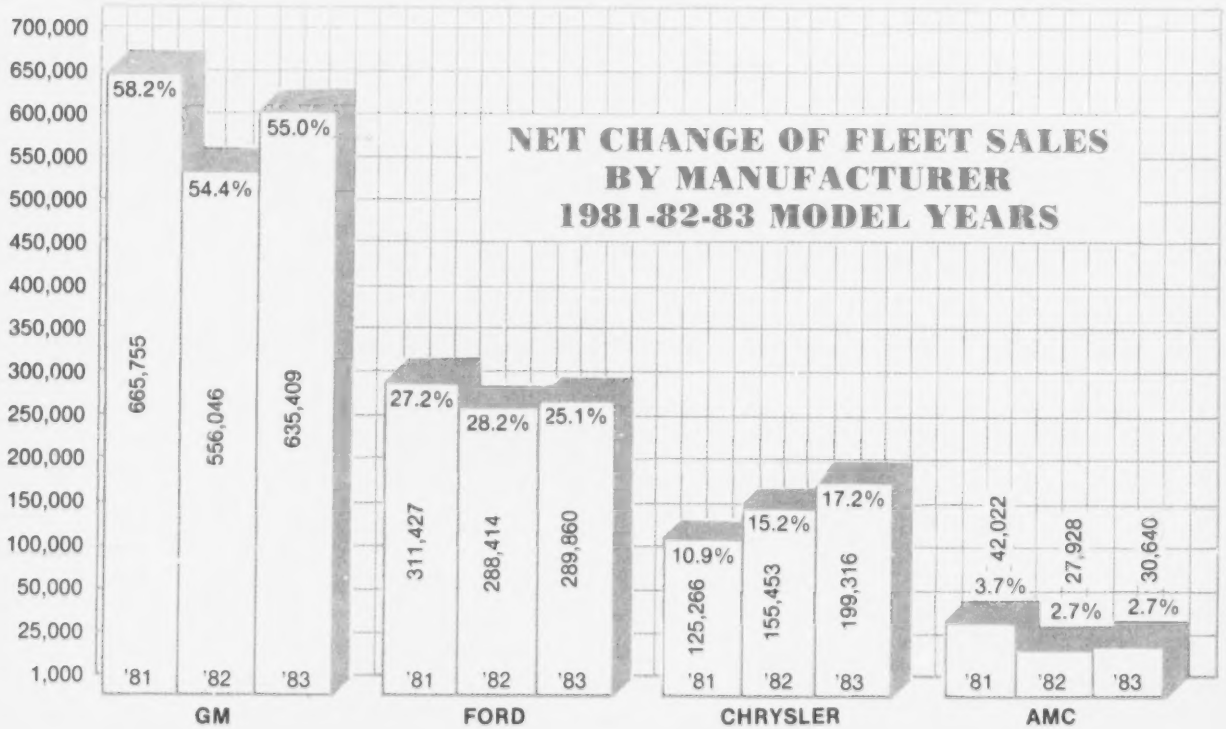
FLEET REGISTRATIONS 1977-1983 MODEL YEARS

	1977	1978	1979	1980	1981	1982	1983
AMERICAN MOTORS	53,310 *4.3%*	56,600* *4.0%*	53,668* *3.8%*	61,112* *5.4%*	42,022 *3.7%*	27,928 *2.7%*	30,640 *2.7%*
BUICK	56,183 *4.4*	61,131 *4.3*	75,007 *5.3*	100,181 *8.8*	139,486 *12.2*	121,626 *11.9*	146,110 *12.6*
CADILLAC	41,207 *3.3*	46,427 *3.3*	49,175 *3.5*	30,691 *2.7*	23,626 *2.1*	25,301 *2.5*	30,496 *2.6*
CHEVROLET	289,171 *22.9*	349,762 *24.8*	377,469 *26.5*	285,758 *25.2*	262,572 *22.9*	214,275 *20.9*	222,404 *19.2*
CHRYSLER	31,500 *2.5*	43,500 *3.1*	61,253 *4.3*	28,631 *2.5*	20,730 *1.8*	17,415 *1.7*	26,102 *2.3*
DODGE	94,900 *7.5*	95,600 *6.8*	75,859 *5.3*	42,647 *3.7*	46,723 *4.1*	59,216 *6.0*	87,254 *7.6*
FORD	267,300 *21.1*	310,622 *22.0*	281,078 *19.7*	239,354 *21.1*	213,801 *18.7*	186,500 *18.3*	176,739 *15.3*
LINCOLN-MERCURY	132,539 *10.5*	137,952 *9.8*	138,805 *9.7*	76,871 *6.8*	97,626 *8.5*	101,914 *10.0*	113,121 *9.8*
OLDSMOBILE	110,956 *8.8*	110,352 *7.8*	129,824 *9.1*	140,478 *12.4*	165,738 *14.5*	135,478 *13.2*	168,727 *14.6*
PLYMOUTH	125,200 *9.9*	111,300 *7.9*	70,497 *5.0*	50,704 *4.5*	57,813 *5.0*	78,822 *7.1*	85,960 *7.4*
PONTIAC	61,093 *4.8*	86,923 *6.2*	111,172 *7.8*	78,842 *6.9*	74,333 *6.5*	58,366 *5.7*	67,672 *5.9*
DOMESTIC TOTAL *PERCENTAGE TOTAL*	1,264,359 *100%*	1,410,177 *100%*	1,423,807 *100%*	1,135,269 *100%*	1,144,470 *100%*	1,021,841 *100%*	1,155,225 *100%*

*Basic registration data is furnished by each manufacturer, and they may use differing bases. *Includes Jeep*



SIZE AND MODEL CARS PURCHASED BY MAJOR LEASING COMPANIES 1983 vs. 1982

SIZE AND MODEL
(In Percent)

Large	Standard	Intermediate	Compact	Subcompact	Imports
Electra	LeSabre	Regal	Alliance	Encore	All
Riviera	Impala	Century	Concord/Spirit	Skyhawk	Foreign-Made Cars
Coupe de Ville	Caprice	Monte Carlo	Eagle/SX4	Cavalier	
Sedan de Ville	Diplomat	Celebrity	Skylark	Chevette	
Cimarron	LTD Crown Vic	Camaro	Citation	Charger	
Fleetwood	Grand Marquis	Cordoba	Aries	Omni	
Eldorado Cpe.	Delta 88	LeBaron	Laser	Colt	
Seville Sedan	Gran Fury	Mirada	Daytona	Sapporo	
Imperial		600/400	Fairmont	Challenger	
Fifth Ave.		LTD	Granada	Escort	
New Yorker		Thunderbird	Mustang	EXP	
Continental		Cougar	Topaz	Lynx	
Mark VI		Marquis	Zephyr	Capri	
Town Car		Cutlass Sup.	Calais	LN7	
Olds 98		Cutlass Ciera	Reliant	Firenza	
Toronado		Firebird	Phoenix	Horizon	
Parisienne		6000		Turismo	
Catalina		Grand Prix		Colt	
Bonneville				T1000	
				J2000	
				Fiero	

COMPANY	YEAR						
AUTOMOTIVE RENTALS, INC.	1983	9.9	5.5	53.1	25.5	5.2	0.8
	1982	7.3	6.5	43.3	38.5	3.0	1.4
AVIS CAR LEASING	1983	4.1	18.5	50.3	17.5	7.8	1.8
	1982	7.5	8.5	62.1	16.7	3.1	2.1
COMMERCIAL CREDIT/McCULLAGH	1983	5.9	13.2	51.6	16.5	8.8	4.0
	1982	6.6	15.2	43.6	25.0	6.3	3.3
DART & KRAFT PORTFOLIO	1983	1.5	8.3	58.0	25.1	6.6	0.5
	1982	4.0	5.0	39.0	44.0	7.0	1.0
GELCO	1983	2.0	6.8	32.2	52.1	6.0	0.9
	1982	2.0	6.0	31.0	53.1	7.0	0.9
HERTZ CAR LEASING	1983	3.0	8.0	40.0	37.5	3.5	9.0
	1982	2.0	6.0	38.0	42.0	4.0	8.0
LEASEWAY TRANSPORTATION	1983	3.0	10.0	52.0	33.0	2.0	–
	1982	10.0	10.0	37.0	45.0	2.0	–
LEND-LEASE	1983	6.0	13.0	49.0	22.0	5.0	5.0
	1982	8.0	11.0	28.0	47.0	2.0	4.0
PETERSON, HOWELL & HEATHER	1983	1.2	5.3	43.2	42.7	6.0	1.6
	1982	1.4	5.0	32.9	54.7	5.8	0.2
U.S. FLEET LEASING	1983	3.6	20.5	38.2	33.1	3.5	1.1
	1982	4.0	20.0	36.0	35.0	4.0	1.6
WHEELS	1983	0.4	9.9	60.3	25.5	3.6	0.8
	1982	1.5	11.4	46.8	37.3	2.1	0.9

AALA FLEET COSTS SURVEY FOR CLOSED-END LEASES

Comparative Analysis of Average Per Unit Per Month Costs Years 1983 and 1982

OPERATING COSTS:	1983	1982	Increase (Decrease) Amount	Percentage	Percentage of Total
Depreciation	$173.40	$169.18	$4.22	2.49%	54.2%
Repairs and maintenance	33.07	33.19	(.12)	(.36)	1.5
Insurance	13.15	14.82	(1.67)	(11.27)	21.3
License tags and taxes	7.93	7.84	.09	1.10	1.2
Interest	63.99	63.92	.07	.10	0.8
Delivery	1.96	1.67	.29	17.36	3.7
Total Operating Costs	**$293.50**	**$290.62**	**$2.88**	**.99**	**36.9**
General and administrative	34.63	29.70	4.93	16.60	63.1
TOTAL COSTS	**$328.13**	**$320.32**	**$7.81**	**2.44%**	**100.0%**

	1983	1982	1981	1980	1979	1978	1977	1976
Total costs per month	$328.13	$320.32	$306.82	$276.29	$247.98	$228.31	$212.01	$198.67
Avg. mos. in operation	30.2	28.1	27.3	27.4	26.6	26.3	26.1	26.0
Avg. annual mileage	29,770	34,646	31,894	34,591	28,952	30,609	28,568	26,000

Composition of the AALA Fleet

	Standard Models %	Intermediate Models %	Compact Models %	Air Conditioning %	Chevrolet %	Ford %	Chrysler %	Pontiac %	Oldsmobile %	Buick %	Cadillac %	Others %	Percent of Chev., Ford & Chrys./Ply. in Fleets
Averages—1983	23	53	24	96	31	12	6	7	20	10	2	12*	49
Averages—1982	23	51	26	94	32	11	5	8	18	12	3	11*	49
Averages—1981	23	51	26	96	32	15	2	5	18	13	3	12*	49
Averages—1980	32	48	20	96	40	15	1	6	14	9	2	13	56
Averages—1979	45	43	12	98	42	20	2	6	8	7	3	12	64
Averages—1978	48	44	8	93	44	16	3	4	9	4	6	14	63
Averages—1977	45	47	8	95	38	27	3	3	6	6	3	14	68
Averages—1976	46	48	6	95	36	25	3	3	10	10	3	10	64

Used-Car Disposition

	RECONDITIONING		DISPOSITION					
	% of AALA Members Doing Recon.	Average Amount	New Car Dealer Sales	New Car Dealer Trades	Used Car Dealers	Auctions	Lessee Employees	Other/Retail
1983	73%	$287	6%	—	52%	10%	14%	18%
1982	66%	$224	8%	—	46%	16%	16%	14%
1981	80%	$241	6%	4%	46%	13%	16%	20%
1980	57%	$218	7%	1%	43%	20%	20%	9%
1979	60%	$185	5%	2%	51%	21%	12%	9%
1978	61%	$170	11%	1%	43%	19%	14%	12%
1977	65%	$147	10%	1%	48%	14%	18%	9%
1976	65%	$169	5%	2%	55%	15%	16%	7%

*Indicates others/foreign
Source: AALA Survey

FLEET CAR OPERATING COSTS BY REGION

Regional Code	Running Expenses ¢/mile	Standing Expenses ¢/mile
1	7.95	296.80
2	8.62	276.32
3	7.74	280.60
4	8.40	272.56
5	7.93	266.14
6	8.35	264.77
7	8.43	265.57
8	8.42	273.76
USA	**8.14**	**276.06**

Notes: Running expenses are incurred when a car is being driven, and include gasoline, oil, tires, and maintenance. Standing expenses are incurred whether or not the car is used, and include such fixed costs as interest, insurance, and license fees. Data covers leased cars and company-owned cars, from December 1983 Fleet Composite information.
Source: Peterson Howell & Heather, Inc., Center for Analysis and Research, which maintains a computerized data base on fleet car costs for its clients.

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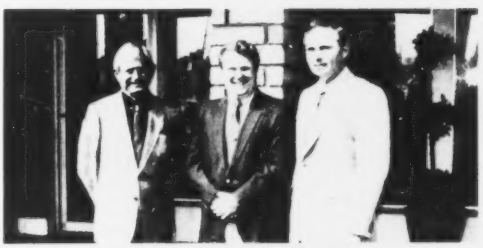

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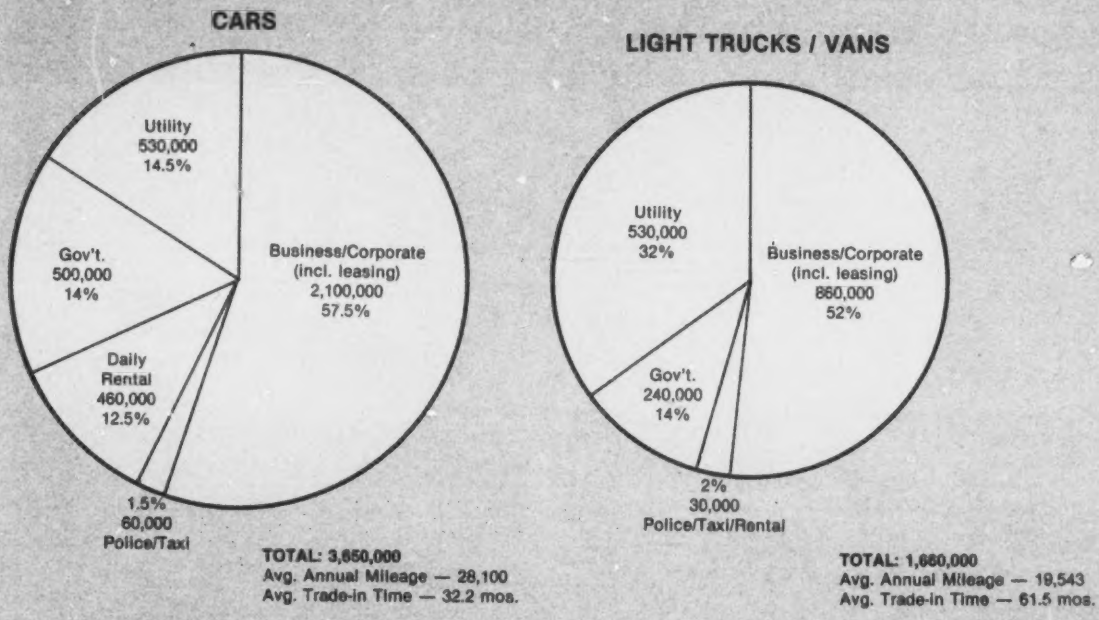
COMPOSITION OF THE *AUTOMOTIVE FLEET* FLEET/LEASING MARKET



Note: Figures and percentages very nearly represent universe profile except for Police and Taxi.

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Circle 124 on Inquiry Card

NAFA PERSONAL-USE AND USED CAR MARKETING DATA

Personal-Use Reimbursement

Mileage Only (Assigned Fleet Car Not in Service) U.S. Commercial Fleets Only

Amount	1980	1981	1982	1983
15¢ or less	4%	3%	5%	2%
16, 17, 18, 19¢	41%	15%	13%	9%
20¢	43%	66%	68%	73%
21, 22, 23, 24¢	11%	17%	11%	14%
25¢ or more	*	*	3%	3%

Mileage Only (No Assigned Fleet Car) U.S. Commercial Fleets Only

Amount	1980	1981	1982	1983
15¢ or less	3%	1%	2%	2%
16, 17, 18, 19¢	43%	13%	15%	11%
20¢	43%	68%	69%	72%
21, 22, 23, 24¢	11%*	17%*	10%	12%
25¢ or more	*	*	4%	3%

Note: *Not broken out in surveys for those years, but included in "more than 20 cents a mile" total.
Source: NAFA's Annual Personal-Use Study, February, 1984.

Used-Fleet-Car Marketing Data

	U.S. Commercial Fleet Totals	Representative Leased Fleets	Sample of Owned Fleets
Total Cars in Survey	105,254	19,091	35,352
Cars Sold in 1983	34.8%	33%	34%
Model Year Cars Sold			
1980 or Older	32%	31%	35%
1981	44%	48%	45%
1982	20%	16%	19%
1983	4%	5%	1%
Selling Methods			
To Employees	30%	24%	37%
Wholesalers	29%	33%	30%
Used Car Dealers	5%	3%	1%
Auto Auctions	27%	32%	31%
Trade-In	8%	8%	1%
Other (wreck/salvage)	1%	—	—
Average Months in Service	29.6	28.4	30.5
Average Miles when Sold	56,135	56,668	58,039

Source: NAFA's Annual Used-Car Marketing Study, March 1984.

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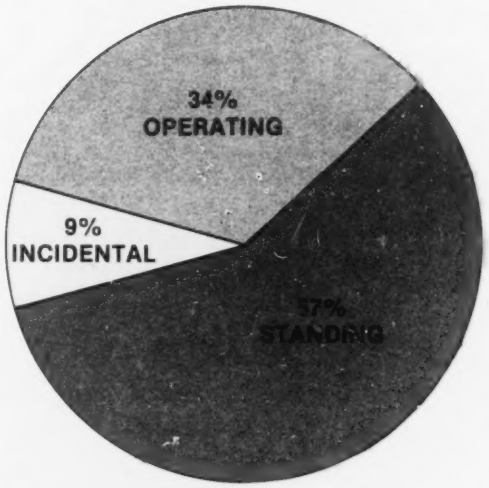
NAFA SURVEY OF OPERATING EXPENSES

Operating Expenses Comparisons Composite Fleets 1981-1983

	1981	1982	1983
Avg. Miles per Month	1,822	1,880	1,821
OPERATING EXPENSES			
(cents cost per car per mile)			
Fuel	.0745	.0643	.0579
Oil	.0012	.0011	.0016
Tires & Tire Repair	.0059	.0057	.0041
Repair & Maintenance	.0142	.0150	.0157
Total Operating Expenses	.0958	.0861	.0793
INCIDENTAL EXPENSES			
(dollar cost per car per month)			
License & Taxes	$ 6.23	$ 8.63	$ 9.95
Accident Repairs—Recoveries	8.65	7.39	8.85
Washing	5.04	6.14	4.12
Parking & Tolls	16.48	12.09	11.06
Miscellaneous	3.29	2.98	2.97
Total Incidental Expenses	$39.69	$37.23	$36.95
STANDING EXPENSES			
(dollar cost per car per month)			
Leasing Service Charge of Interest	$ 74.86	$ 76.38	$ 72.05
Depreciation Reserve	154.89	161.37	153.65
Depreciation Adjustment	– 17.56	– 23.06	– 12.38
Selling Expenses	1.35	11.38	5.04
Insurance	21.27	23.94	20.96
Total Standing Expenses	$234.81	$250.01	$239.32
CREDITS			
(Dollar return per car per month)			
Personal Use Credit	$ 41.48	$ 42.28	$ 47.70
NET EXPENSES			
(Incidental expenses plus standing expenses less credits)	$230.87	$244.96	$228.77

Source: NAFA's annual Survey of Operating Expenses, April 1984.

Composite Fleet Breakdown of Expenses



Does not reflect personal use or equipment credits.

Operating Expense Comparisons 1981-1983

Mid-Size Cars

	1981	1982	1983
Avg. Miles per Month	1,799	2,027	2,236
Fuel	.0781	.0748	.0616
Oil	.0010	.0014	.0016
Tires & Tire Repair	.0064	.0053	.0064
Repair & Maintenance	.0118	.0105	.0169
Total Operating Expenses	.0973	.0920	.0865
Avg. price per gallon of fuel	$1.35	$1.36	$1.235
Avg. miles per gallon	17.3	18.2	20.05

Compact Cars

	1981	1982	1983
Avg. Miles per Month	1,794	2,339	2,153
Fuel	.0725	.0627	.0517
Oil	.0011	.0015	.0017
Tires & Tire Repair	.0052	.0040	.0035
Repair & Maintenance	.0123	.0112	.0126
Total Operating Expenses	.0911	.0794	.0695
Avg. price per gallon of fuel	$1.35	$1.36	$1.235
Avg. miles per gallon	18.6	21.8	24.1

1984 EPA RATINGS

Make & Model	Engine Description*	Trans.	MPG
AMERICAN MOTORS			
AMC Eagle	158/4	M4	20
Renault Alliance	85/4	A3	28
Renault Encore	85/4	M5	34
Jeep Cherokee Wagoneer	150/4	M5	24
BUICK			
Century	181/6	A3	21
Electra	307/8	A4	17
Le Sabre	307/8	A4	17
Century Wagon	181/6	A3	19
Regal	231/6	A3	21
Riviera	307/8	A4	17
Skyhawk	110/4	M5	29
Skylark	121/4	M4	28
CADILLAC			
Brougham/DeVille	249/8	A4	17
Eldorado	249/8	A4	18
Seville	249/8	A4	18
Cimarron	121/4	M5	27
CHEVROLET			
Camaro	151/4	M4	24
Chevette	98/4	M5	31
Cavalier	121/4	A3	28
Celebrity	173/6	A3	21
Citation	173/6	A3	21
Monte Carlo	305/8	A4	18
Impala/Caprice	305/8	A4	17
Cavalier Wagon	121/4	M4	28
CHRYSLER			
Fifth Avenue	318/8	A3	17
New Yorker	156/4	A3	23
Le Baron Turbo	135/4	A3	22
Laser	135/4	M5	24
DODGE			
Charger	97/4	M4	34
Conquest Turbo	156/4	M5	21
Daytona	135/4	M5	24
Omni	135/4	M5	28
Aries	156/4	A3	23
Diplomat	318/8	A3	17
FORD			
Escort	98/4	M5	28
LTD	231/6	A4	21
LTD Crown Vic	302/8	A4	17
LTC Crn Vic Wagn	302/8	A4	17
Mustang	140/4	M4	24
Thunderbird	140/4	M5	21
Tempo	140/4	A3	25

Make & Model	Engine Description*	Trans.	MPG
LINCOLN			
Mark VII	302/8	A4	17
Continental	302/8	A4	17
Town Car	302/8	A4	17
MERCURY			
Capri	140/4	A3	23
Topaz	140/4	A3	25
Marquis	231/6	A4	21
Grand Marquis	308/8	A4	17
Lynx	98/4	M5	28
Cougar	140/4	M5	21
OLDSMOBILE			
Ciera	181/6	A3	21
Cutlass Supreme	231/6	A3	21
Toronado	307/8	A4	17
Firenza	121/4	M5	27
98	307/8	A4	17
Olds Wagon	307/8	A4	17
PLYMOUTH			
Horizon	135/4	A3	26
Reliant	156/4	A3	23
Colt Turbo	98/4	M4x2	30
PONTIAC			
Firebird	305/8	M5	16
200 Sunbird	110/4	M5	32
Bonneville	231/6	A3	21
6000	151/4	A3	25
Parisenne	231/6	A3	19
Gran Prix	305	A4	18
Phoenix	173/6	A3	21
NISSAN			
Maxima	146/4	M5	23
Pulsar	98/4	M5	35
Sentra	98/4	A3	30
TOYOTA			
Celica	144/4	M5	26
Corolla	97/4	M5	32
Cressida	168/6	A4	22
Tercel	89/4	M5	34
Camry	122/4	A4	30
VOLKSWAGEN			
Jetta	105/4	M5	30
Rabbit	105/4	M4	31
Scirocco	109/4	A3	25
Quantum	131/5	A3	20
ISUZU			
I-Mark	111/4	A3	26
Impulse	119/4	M5	24

Used Cars

The following are average car prices for the period ending April 4, 1984. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
82 AMC CONCORD			
Sdn 6-4	4005	4045	3967
Sta Wgn	4213	4256	4171
81 AMC CONCORD			
Sdn 6-4 Dr	3216	3250	3185
Sta Wgn	3387	3420	3352
82 BUICK SKYLARK			
Sdn	4681	4730	4635
81 BUICK SKYLARK			
Sdn	3827	3867	3791
82 BUICK REGAL			
Turbo Cpe	6488	6552	6423
Cpe	6594	6659	6527
81 BUICK REGAL			
Turbo Cpe	5771	5829	5714
Cpe	5572	5626	5515
82 BUICK LESABRE			
Sdn	7096	7168	7025
81 BUICK LESABRE			
Sdn	5507	5564	5452
82 CADILLAC			
Cpe DeVille	10892	11002	10785
Sdn DeVille	10827	10935	10720
81 CADILLAC			
Cpe DeVille	8332	8418	8248
Sdn DeVille	8275	8359	8194
82 CHEVY			
Chvt Htchbk 4-Dr	3319	3354	3288
Camaro Cpe8	7043	7114	6974
81 CHEVY			
Chvt Htchbk	2513	2537	2487
Camaro Cpe 8	5356	5409	5303
82 CHEVY CITATION			
Cpe 6	3804	3843	3767
81 CHEVY CITATION			
Cpe 6 Htchbk	3150	3182	3118
82 CHEVY MALIBU			
Sdn	5349	5403	5294
81 CHEVY MALIBU			
Cpe	4186	4226	4145
Sdn	4113	4154	4070
Clas Cpe	4475	4520	4432
82 CHEVY MONTE CARLO			
Cpe	5956	6017	5897
81 CHEVY MONTE CARLO			
Cpe	5285	5340	5233
82 CHEVY IMPALA			
Sdn	5987	6047	5927
Imp Wgn 9	6222	6284	6162
81 CHEVY IMPALA			
Sdn	4773	4821	4723
Cpe	4795	4280	4745
Wgn 9	4971	5020	4921
82 CHRYSLER			
LeBaron Sdn	5785	5842	5726
81 CHRYSLER			
Npt Sdn	5054	5102	5004

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
81 DODGE OMNI			
4 Dr Htchbk	2801	2830	2775
82 DODGE ARIES			
Cpe	4505	4552	4459
81 DODGE ARIES			
Sdn	3855	3894	3814
82 DODGE DIPLOMAT			
Sln Sdn	4908	4956	4860
81 DODGE DIPLOMAT			
Sln Cpe	4174	4216	4113
Sln Sdn	4174	4216	4131
82 FORD FAIRMONT			
Futura Cpe	4317	4363	4275
81 FORD FAIRMONT			
Sdn 4 Dr	3230	3262	3200
82 FORD MUSTANG			
Cpe 4	4352	4398	4310
81 FORD MUSTANG			
Cpe 4	3643	3681	3607
82 FORD GRANADA			
Sdn G-L	5091	5142	5042
81 FORD GRANADA			
Sdn 8-L	3901	3940	3864
82 FORD LTD			
Sdn	6309	6370	6244
81 FORD LTD			
Sdn	5040	5088	4989
81 FORD ESCORT			
Sdn 4 Dr	2856	2885	2829
82 FORD CROWN VIC			
Sdn	7101	7174	7029
81 FORD CROWN VIC			
Sdn	5709	5766	5652
82 FORD THUNDERBIRD			
Cpe	6056	6116	5994
81 FORD THUNDERBIRD			
Cpe	5233	5282	5179
82 LINCOLN CONTINENTAL			
Sdn	12316	12438	12194
Mark VI Sdn	12508	12633	12384
81 LINCOLN CONTINENTAL			
Sdn Town Series	8657	8744	8571
Mark VI Sdn	10532	10637	10425
82 MERCURY COUGAR			
GS Cpe	4905	4954	4857
Sdn	4905	4954	4857
81 MERCURY COUGAR			
Cpe	3936	3977	3896
Sdn	3936	3977	3896
81 MERCURY ZEPHYR			
Sdn 2 Dr	3259	3293	3227
82 MERCURY LYNX			
HthBk 3-Dr	3479	3517	3448
82 MERCURY MARQUIS			
Sdn	6683	6750	6617

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
81 MERCURY MARQUIS			
Cpe	6057	6121	5998
Sdn	6037	6098	6234
Wgn-2	5472	5529	5418
82 OLDS CIERA			
Cpe	6965	7037	6896
Sdn	7058	7130	6989
82 OLDS CUTLASS SUPREME			
Cpe	6336	6400	6273
Sdn	6093	6156	6033
81 OLDS CUTLASS			
Sdn	5196	5248	5144
Sup Cpe	5572	5626	5515
82 OLDS DELTA 8			
Sdn	6874	6943	6804
Cpe Royale	7206	7277	7134
81 PLYMOUTH HORIZON MISER			
4 Dr Htchbk	2808	2837	2782
82 PLYMOUTH RELIANT			
Cpe	4490	4537	4449
81 PLYMOUTH RELIANT			
Cpe	3840	3877	3803
81 PONTIAC FIREBIRD			
Cpe 8	5409	5465	5355
81 PONTIAC LEMANS			
Cpe 8	4383	4427	4339
82 PONTIAC PHOENIX			
Cpe	4491	4538	4448
Htchbk Sdn	4491	4538	4448
81 PONTIAC PHOENIX			
Cpe 6	3600	3634	3560
81 PONTIAC CATALINA			
Sdn	5026	5074	4975
Bonneville Sdn	5546	5602	5491
82 VOLKSWAGEN RABBIT			
2 Dr Htchbk	4074	4115	4033
81 VOLKSWAGEN RABBIT			
2-Dr HtchBk	3294	3327	3261
82 DATSUN			
210 2 Dr Std Sdn	3442	3476	3407
Sentra 2 Dr Std Sdn	3813	3849	3775
Stanza Hbk 4 Dr DLX	5028	5077	4978
81 DATSUN			
210 Std 2 Dr	2890	2919	2862
510 2 Dr Sdn	3684	3720	3647
810 DL 4 Dr	5664	5721	5607
82 TOYOTA			
Corolla Sedan 2 Dr	4469	4513	4424
Celica St Cpe	5628	5684	5572
Corona Sdn Lux	5896	5956	5837
81 TOYOTA			
Corolla 2 Dr Sdn Dlx	3576	3612	3541
Celica St Spt Cpe	4339	4384	4296
Corona Sdn 4 Dr DLK	4041	4082	4001

june 1984

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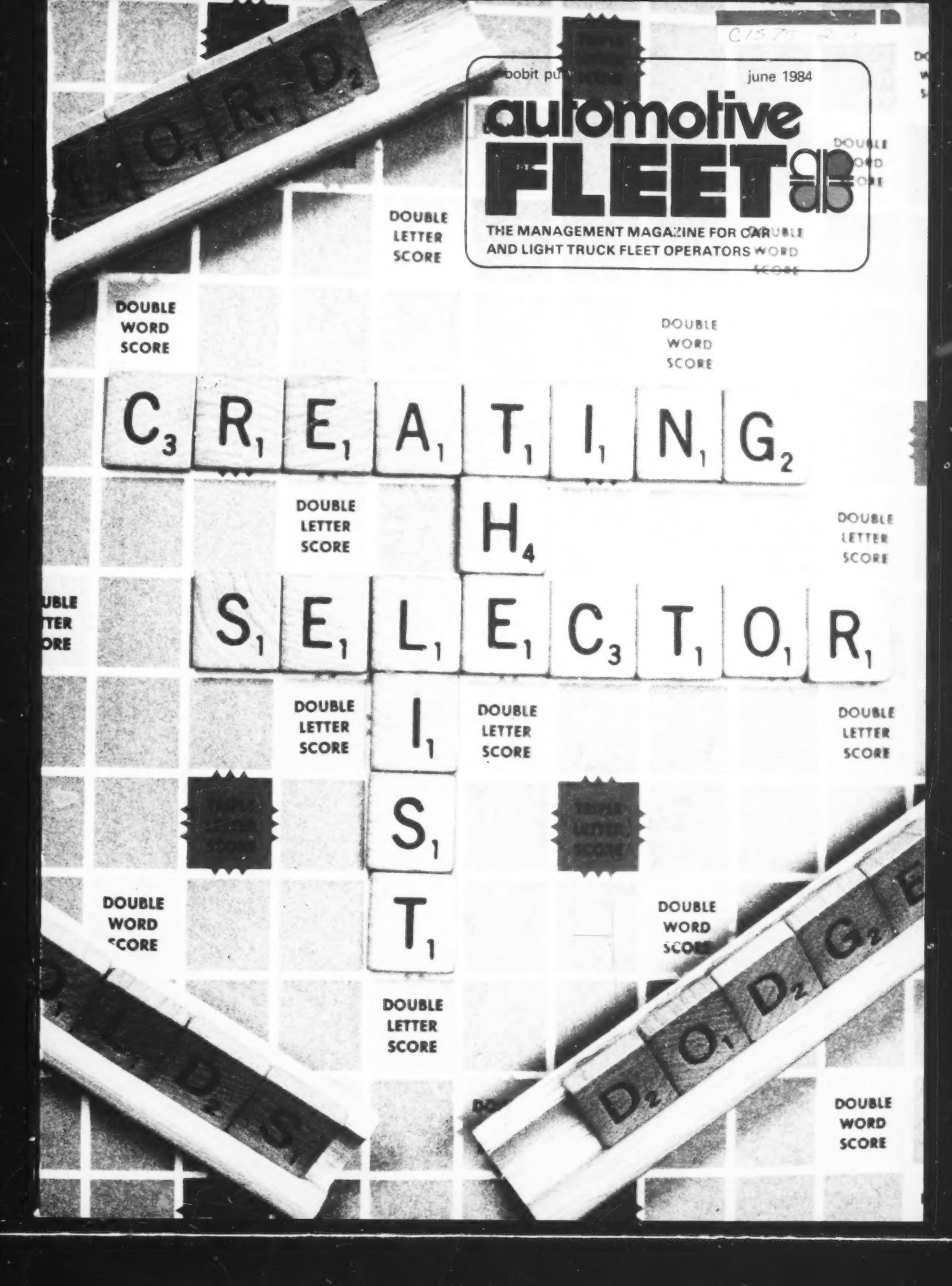

JUNE 1984 VOL. 23, NO. 8

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THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

Influencing over 3.4 million cars and 1.6 million light trucks and vans in leasing, rental, business, government, taxi, police, utility, and driving schools.

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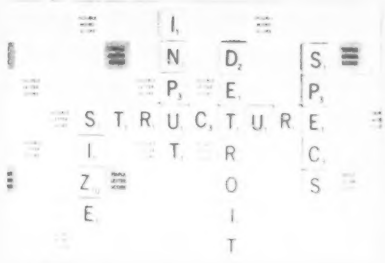
ARI's Insurance Management Program p. 26

A Good Belt for the Road p. 32

Fleet Profile: Surviving against All Odds p. 35

NAFA Survey: Fleet Operating Costs Fall p. 39



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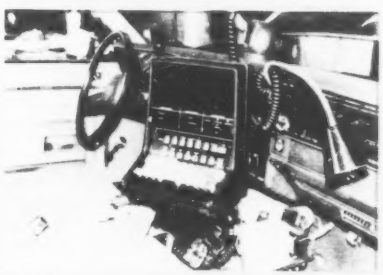

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On our cover: Creating a selector list can sometimes seem like a game of Scrabble. This month, our lead feature story presents the reflections and advise of a number of pros.

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READER UPDATE

Calendar

JUNE

4-6 — Second World Leasing Convention, Mayflower Hotel, Washington, D.C. Info: (212) 227-2860.

10-13 — Electric Utility Fleet Managers Conference, Williamsburg, VA.

11-13 — Fundamentals of Cost Accounting, American Management Association, AMA Headquarters, New York, NY, and Amfac Hotel, Los Angeles, CA. Info: (518) 891-0065.

26-28 — Hertz Licensee Fleet Meeting, Hyatt Regency, Dearborn, MI.

26-29 — How Leasing Companies Make Money, WVLA. On 6/26 in Los Angeles, 6/27 in San Francisco, 6/28 in Portland, and 6/29 in Denver. Info: (213) 477-4287.

JULY

11-12 — NAFA Advanced Fleet Management Program, Chicago, IL.

AUGUST

3-5 — Automotive Parts and Accessories Association Show, Las Vegas Convention Center, Las Vegas, NV.

5-8 — NAFA Law Enforcement Seminar, Memphis, TN.

26-29 — Automotive World Congress, Renaissance Center, Detroit, MI.

Gas Prices

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Birmingham, AL	149.4	117.9
Little Rock, AR	144.9	113.4
Santa Ana, CA	155.4	123.9
Waterbury, CT	130.9	115.9
Wilmington, DE	143.9	109.2
Pensacola, FL	139.0	112.9
Kalamazoo, MI	153.9	129.4
Springfield, MO	123.9	110.9
Albuquerque, NM	135.4	117.4
Staten Island, NY	141.6	137.6
Toledo, OH	130.6	115.9
Scranton, PA	127.5	127.5
Memphis, TN	139.9	115.2
San Antonio, TX	122.9	107.9
Olympia, WA	143.9	116.9

Survey conducted during the first five working days of May, 1984.
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